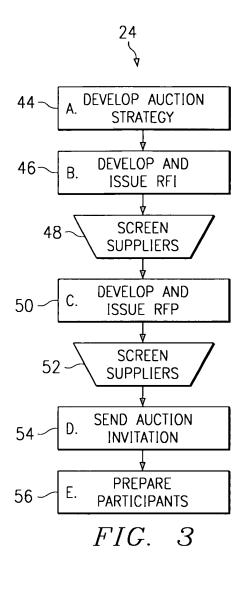
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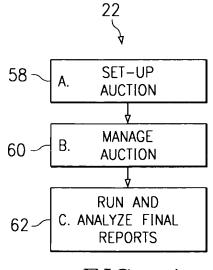
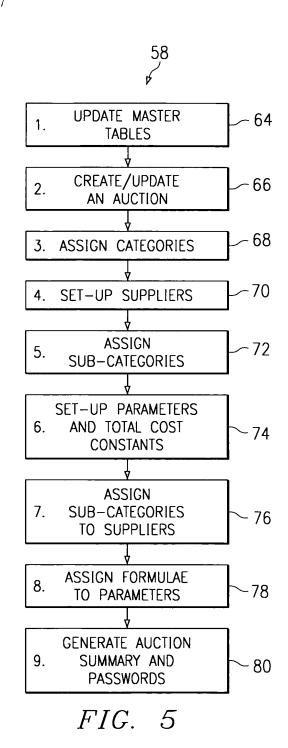
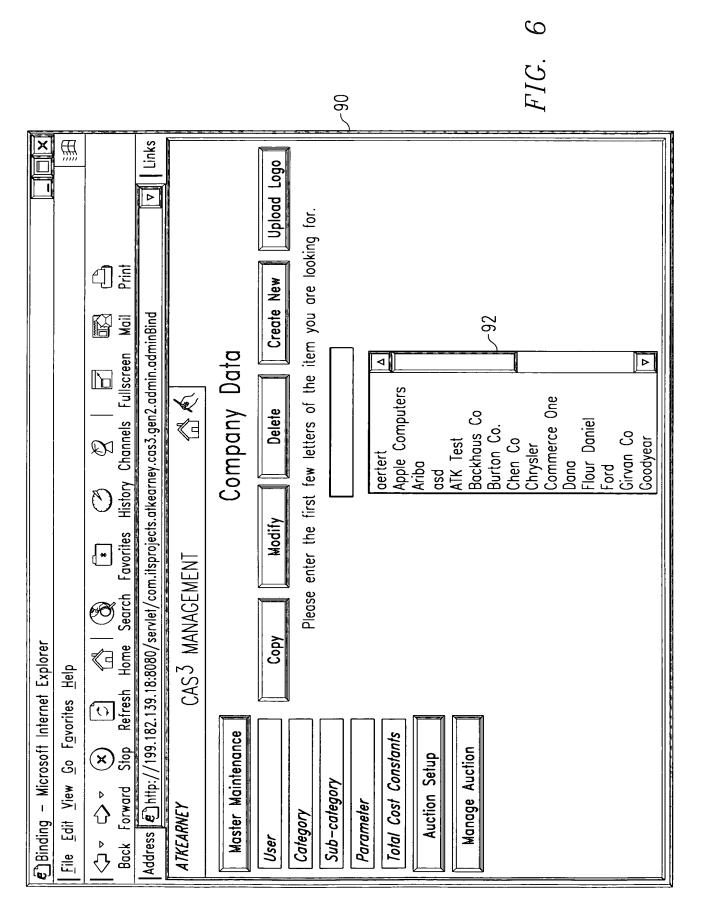


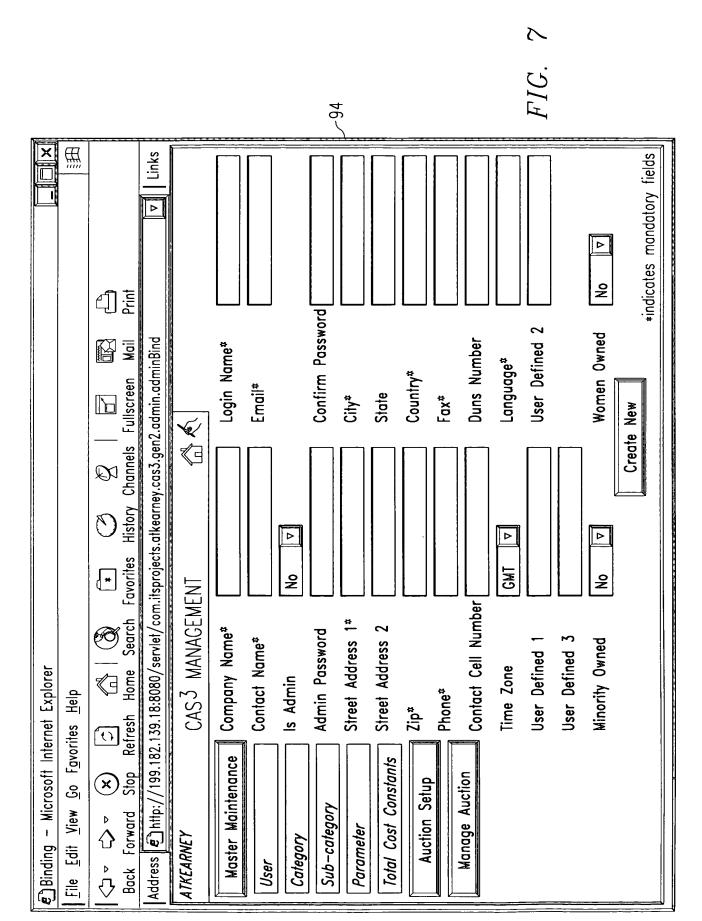
FIG. 4



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FIG. 12A

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FIG. 12B Links \blacksquare ٥ \triangleright http:/ Re-enter Auctioneer email Address | €] http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Mail or Create new buyer 17 🔻 : 00 🔻 Toll Free Number 25.0 30 Auction URL **€**/ **₹**] Greenwich Mean Time Supplier idle time (for messages) in minutes Maximum % difference from previous bid Minimum % difference from previous bid ٥ Duration of Extension (in minutes) Definition of new bid (in minutes) 12/16/1999 12/16/1999 Maximum number of extensions Auction Strategy configuration: aertert (SMI) CAS³ MANAGEMENI Auction Description Auctioneer email Start Date/Time End Date/Time **Auction Name** Time Zone 🗗 Binding — Microsoft Internet Explorer Currency Go Favorites Help Buyer RFP# Assign Sub-categories Master Maintenance Define Sub-category Generate Passwords Send Auction Notice Manage Auction **Auction Setup** Define Parameter Define Constants Define Suppliers Define Formulae Define Category Assign Reports Define Auction File Edit View ATKEARNEY

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FIG. 12C Links \boxplus ٥ \triangleright Next⊳ Re-enter Auctioneer email Address 🗗 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Mail 25.0 00 : b 60 **** 17 🔻 : 00 Search Favorites History Channels Fullscreen **Auction URL** Price % difference from best to trigger message (GMT) Greenwich Mean Time **€**/ Create New Supplier idle time (for messages) in minutes Maximum % difference from previous bid Minimum % difference from previous bid Percent better than best bid to suggest Duration of Extension (in minutes) Definition of new bid (in minutes) 12/16/1999 12/16/1999 Maximum number of extensions Auction Strategy configuration: CAS MANAGEMENT Auctioneer email Start Date/Time End Date/Time Refresh Home S Time Zone 🗗 Binding — Microsoft Internet Explorer Currency Go Favorites Help Assign Sub-categories Master Maintenance Stop Define Sub-category Generate Passwords Send Auction Notice (x)Manage Auction **Auction Setup** Define Parameter Define Constants Define Suppliers Define Formulae Define Category Assign Reports Define Auction View ∠iew Back Forward ATKEARNE) Egi

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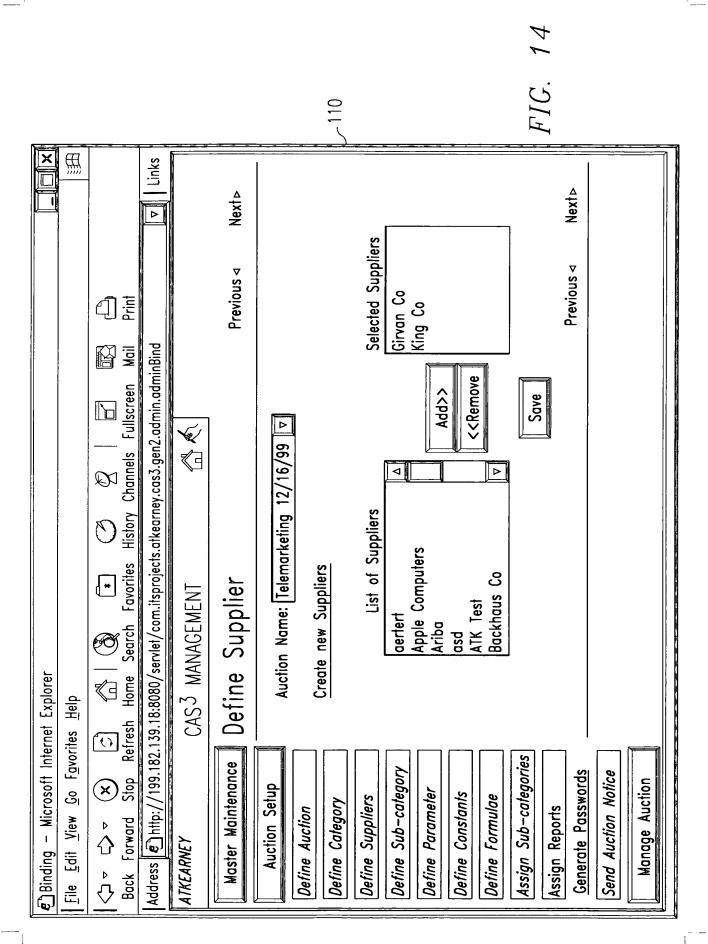
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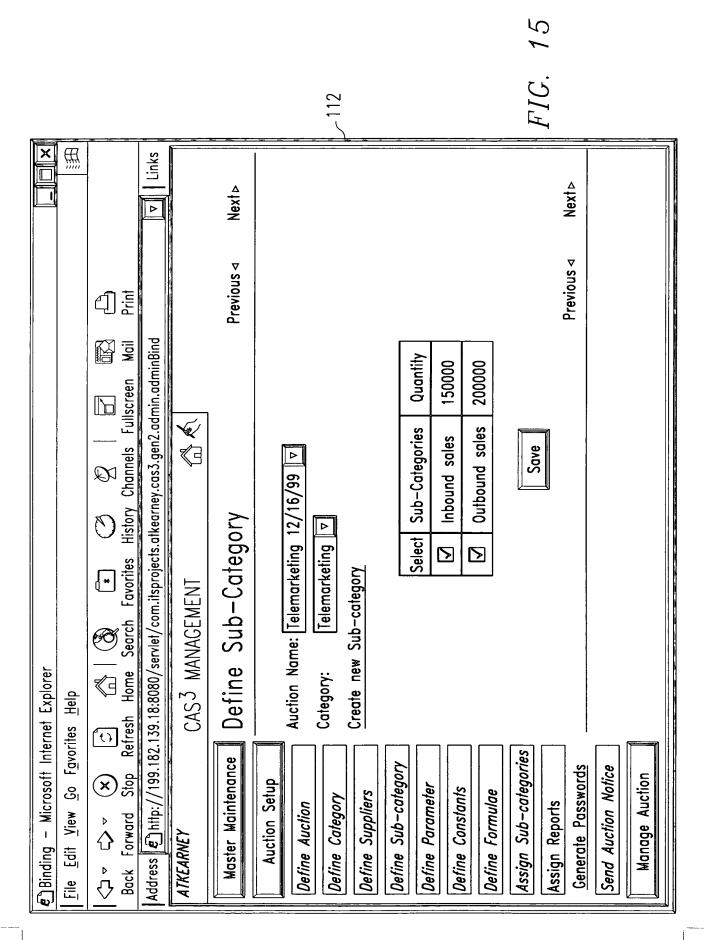
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FIG. 16A <u></u> ┛ Links Increasing Next⊳ **>** Select the parameters to be used for the auction or Add new parameters Previous ⊲ Sub Category: Outbound sales Baseline Address | €] http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind iē B 23.5 14.5 **€**/ Unit Label Auction Name: Telemarketing 12/16/99 \$/Hr \$/Hr ٥ **Telemarketing** Define Parameter Toner Cost Per Page I-Purch Lic Annual Transportation Cost CAS³ MANAGEMENT Parameter Test Parameter Toner cost/pg Interest Rate SI fixed bid Toner Cost Training Price Category: e)Binding — Microsoft Internet Explorer File Edit View Go Favorites Help Select \sum Assign Sub-categories Master Maintenance Define Sub-category Send Auction Notice Generate Passwords Manage Auction **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction ATKEARNEY

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FIG. 16B ٥ ∥⊳ Links Next⊳ \sum \sum Previous ⊲ Mai Address 🛛 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind 14.5 o. Ö W/ Save **\$/Hr** % % Operating Cost Per Page Mant. Cost Per Page Toner Cost Per Page Transportation Cost Vol. Disc. @ \$10M Vol. Disc. @ \$5M CAS³ MANAGEMENT Test Parameter Toner cost/pg **Warranty Cost** Interest Rate SI fixed bid Toner Cost Treadlife Training Treadlife Sorter Microsoft Internet Explorer Go Favorites Help \sum \triangleright \triangleright Assign Sub-categories Master Maintenance Define Sub-category Send Auction Notice Generate Passwords Manage Auction **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction View ♪♪♪ ATKEARNEY Edit @]Binding 뜶

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FIG. 17 III. Links Select the constants to be used in the formulas of the parameters or Add new constants Next⊳ Next⊳ **>** Previous ⊲ Previous ⊲ Value 200000.0 5000.0 Mail Address 🖟 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Training hours-outbound Constants for Total Cost Training hours-inbound Total hours—outbound Total hours—inbound Save Auction Name: Telemarketing 12/16/99 Sub Category: Outbound sales Telemarketing Select Define Constants \sum \sum CAS³ MANAGEMENT Parameters: Training Microsoft Internet Explorer Category: View Go Favorites Help Master Maintenance Assign Sub-categories Define Sub-category Send Auction Notice Generate Passwords Manage Auction **Auction Setup** Define Parameter Define Constants Define Suppliers Define Formulae Define Category Assign Reports Define Auction ATKEARNEY File Edit @ Binding ¢

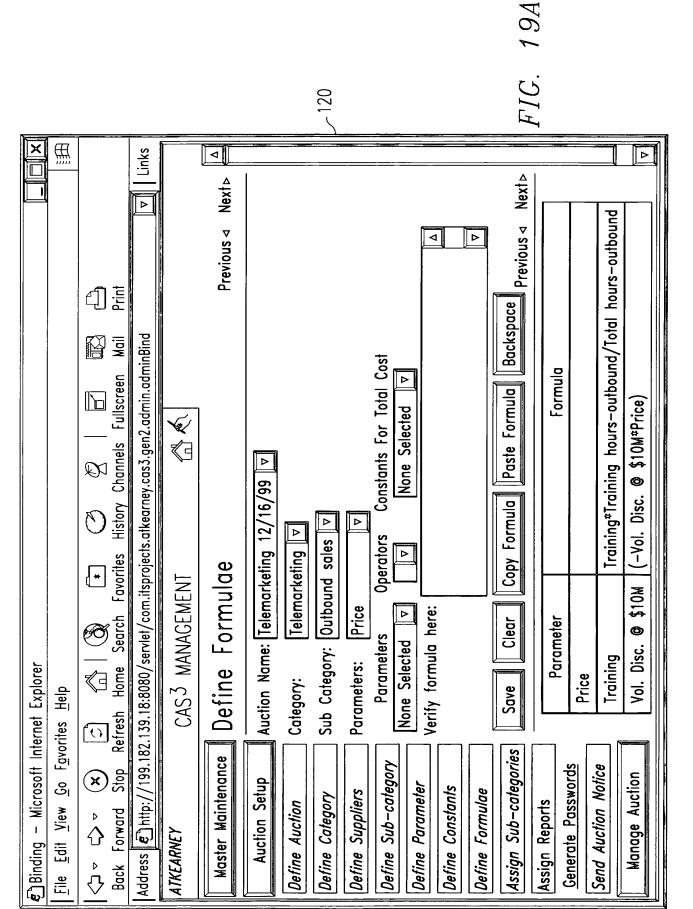
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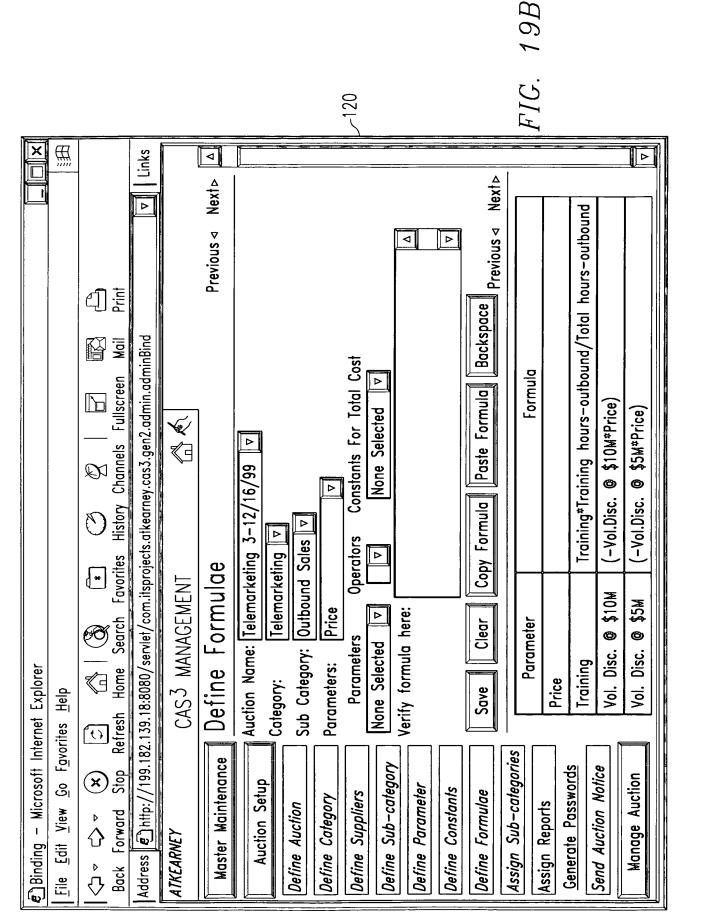
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FIG. 18 $\frac{1}{\infty}$ Links ℴ **>** Next⊳ Next⊳ Þ 5000.0 5000.0 Previous ⊲ Previous ⊲ 22.5 22.5 15.0 15.0 .05 3 Vol. Disc. @ \$10M **⊚** \$10₩ **©** \$5₩ \$5₹ Address 🛙 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Back Forward Stop Refresh Home Search Favorites History Channels Fullscreen Mail Switching Cost Switching Cost **Parameters** 0 Vol. Disc. Vol. Disc. Vol. Disc. **Training Training** Price Price 4 Save Supplier: King Co Sub-categories Incumbent Auction Name: Telemarketing 12/16/99 Assign Sub-categories Outbound sales Inbound sales Category: Telemarketing 🔽 CAS³ MANAGEMENT Select \triangleright \square e Binding — Microsoft Internet Explorer Go Favorites O Assign Sub-categories Master Maintenance Define Sub-category Generate Passwords Send Auction Notice × Manage Auction **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction Vie₩ ATKEARNE) 텶

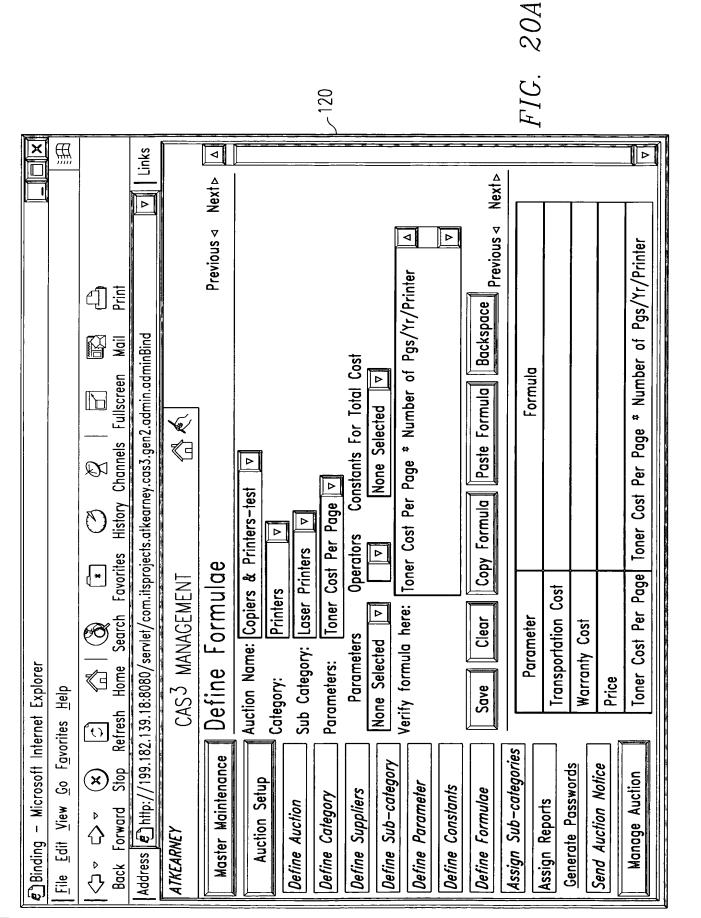
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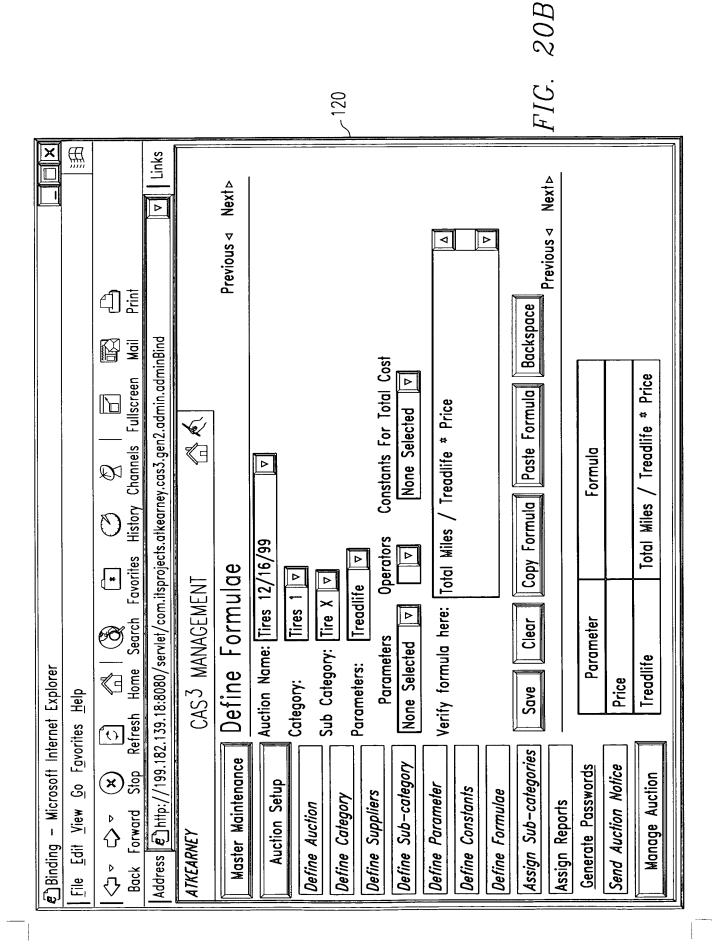


FIG. 20C \mathbb{H} Links ٥ **>** Next⊳ Next⊳ \triangleright Training*Training hours—inbound/Total hours—inbound Previous ⊲ Previous ⊲ 41 = Backspace Address & http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.admin.adminBind Mai Constants For Total Cost Formula Refresh Home Search Favorites History Channels Fullscreen Paste Formula (-Vol. Disc. @ \$10M*Price) (-Vol. Disc. @ \$5M*Price) None Selected (-Vol. Disc. @ \$5M * Price) **€**/ **₹**] Auction Name: Telemarketing 12/16/99 Copy Formula Vol. Disc. @ &5M Telemarketing **Operators** Inbound sales Define Formulae CAS³ MANAGEMENT © \$10M Vol. Disc. @ \$5M Verify formula here: > Clear Parameter Parameters None Selected Sub Category: Vol. Disc. Parameters: **Training** 🖻 Binding — Microsoft Internet Explorer Category: Price Save Go Favorites Help Assign Sub-categories Master Maintenance Stop Define Sub-category Generate Passwords Send Auction Notice (x)Manage Auction **Auction Setup** Define Parameter Define Constants Define Formulae Define Suppliers Define Category Assign Reports Define Auction Edit View Back Forward A TKEARNEY

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FIG. 21A

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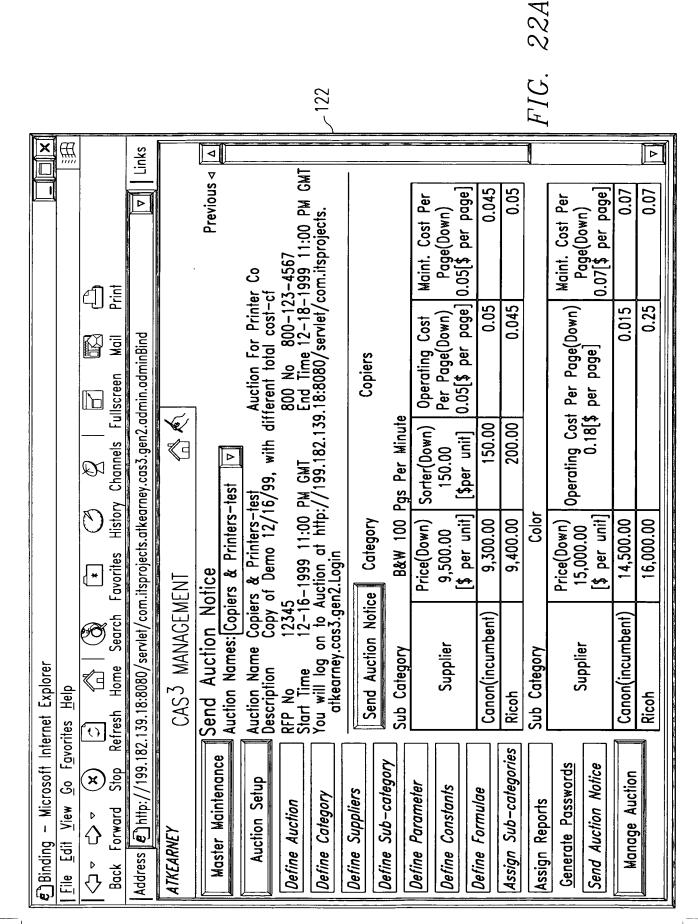
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FIG. 21B

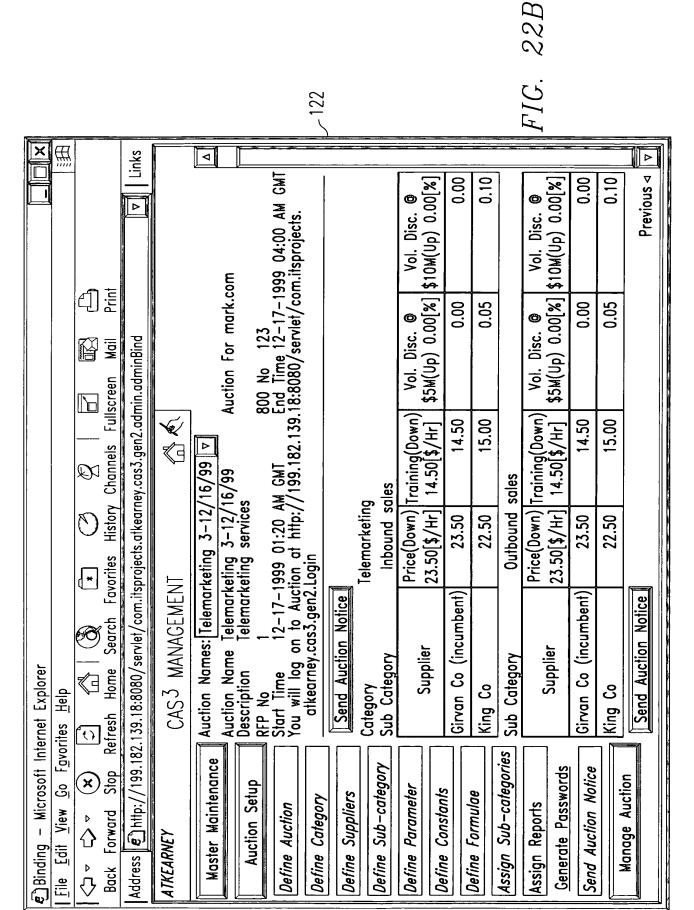
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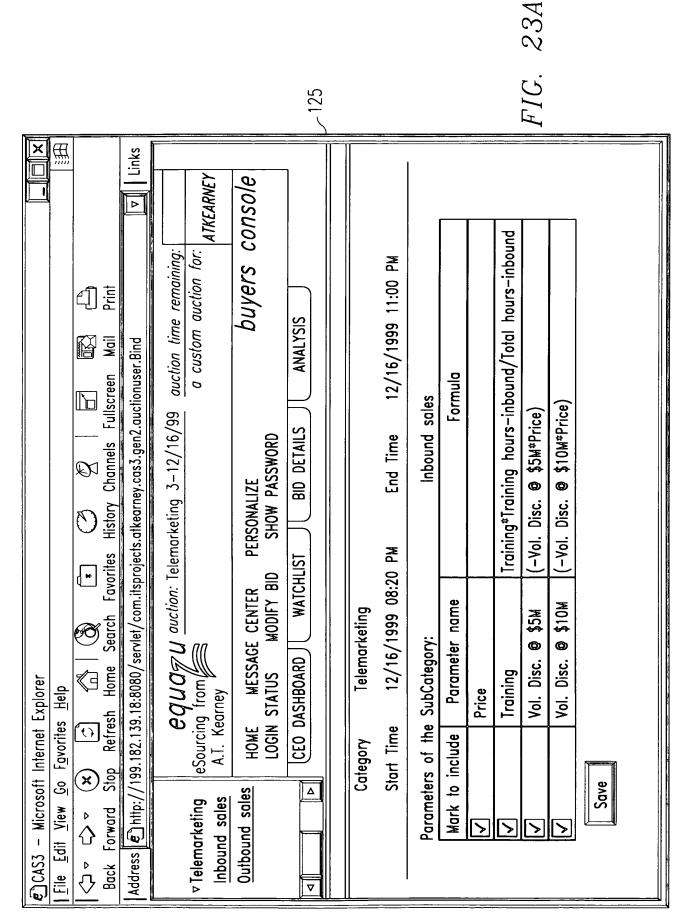


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FIG. 23 Links ATKEARNEY ceo dashboard auction time remaining: a custom auction for: Login Activity Logged in Print **ANALYSIS** Address 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind Telemarketing 12/16/99 Auction Name equangle 12/16/99 eSourcing from A.T. Kearney **BID DETAILS** Login Activity HOME MESSAGE CENTER PERSONALIZE LOGIN STATUS MODIFY BID SHOW PASSWORD Login Name king WATCHLIST 12/16/99--21:09:11 P.M. Date and Time BUYERS CONSOLE) Microsoft Internet Explorer Go Favorites Help Outbound sales ¬ Telemarketing Inbound sales File Edil View

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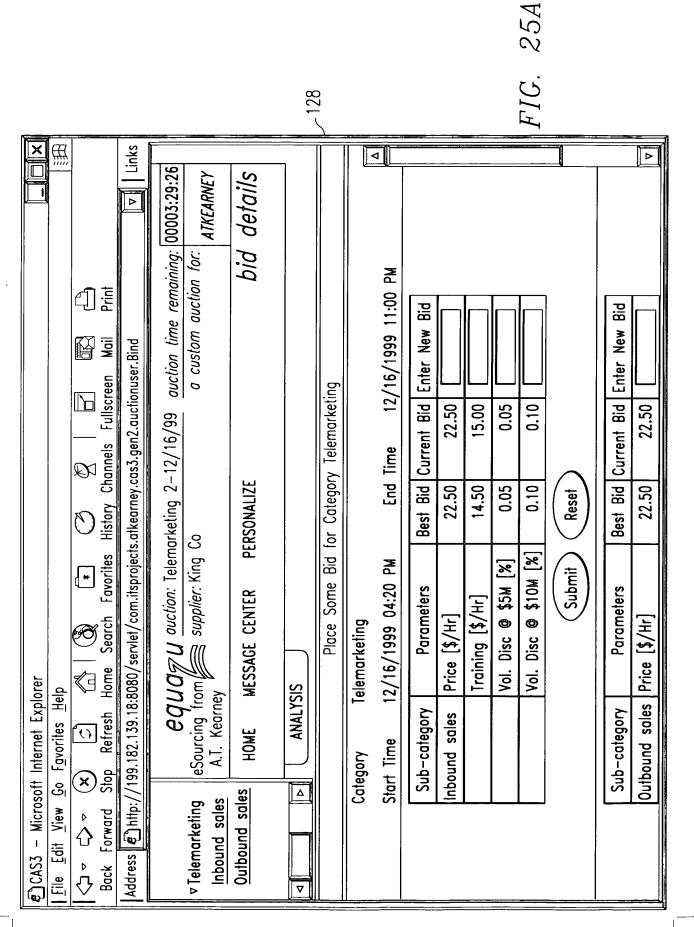
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FIG. 24 126 Links 0.00 5,000.00 Switching Cost [\$/Hr] bid details **>** ATKEARNEY **Fotal Volume** 60.38 | 3,554,000.00 | 2,146,000.00 96.64 | 2,898,750.00 | 2,801,250.00 auction time remaining: a custom auction for: Quantity Print 12/16/1999 11:00 PM ANALYSIS Cost [\$/Hr] Address 🛙 🗗 http://199.182.139.18:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind 23.69 절 eSourcing from auction: Telemarketing 2-12/16/99
A.T. Kearney (BUYERS CONSOLE) |Savings |Savings SHOW PASSWORD Baseline Total Cost 14.31 End Time 18.68 PERSONALIZE [\$/Hr] 23.69 19.32 Total Cost WATCHLIST Vol. Disc. 0.00 0.10 MODIFY BID **⊚** \$10₩ [%] 12/16/1999 04:20 PM MESSAGE CENTER Inbound sales Vol. Disc. 0.0 0.05 **Telemarketing \$** |%| |%| CEO DASHBOARD HOME MESSA LOGIN STATUS Microsoft Internet Explorer File Edit View Go Favorites Help Training [\$/Hr] 14.50 15.00 Price [\$/Hr] 23.50 22.50 Start Time Export To Excel Export To Excel Category Δ Outbound sales Sub Category ∨ Telemarketing Inbound sales Girvan Co Supplier King Co

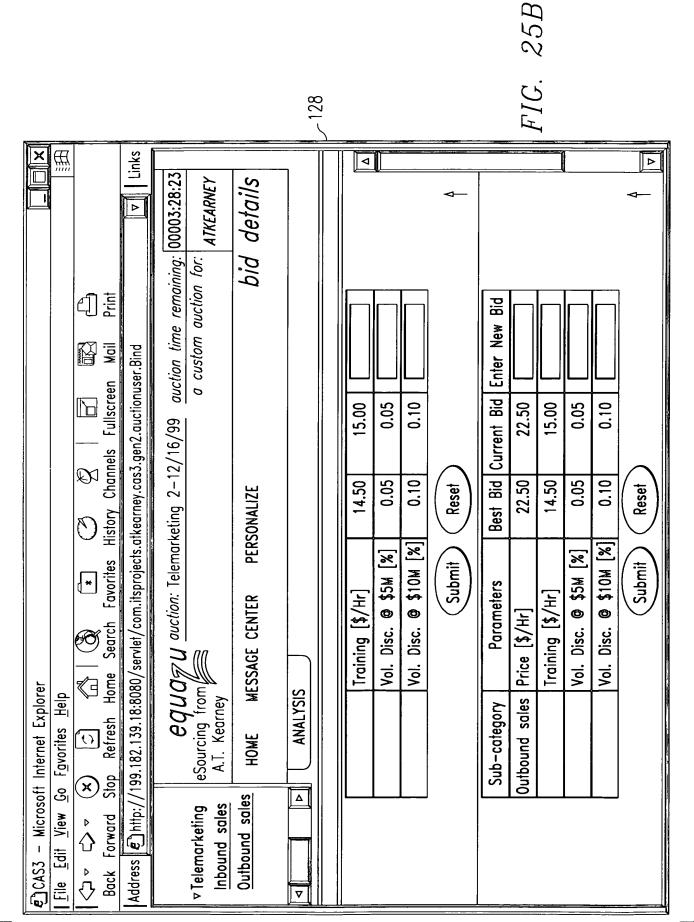
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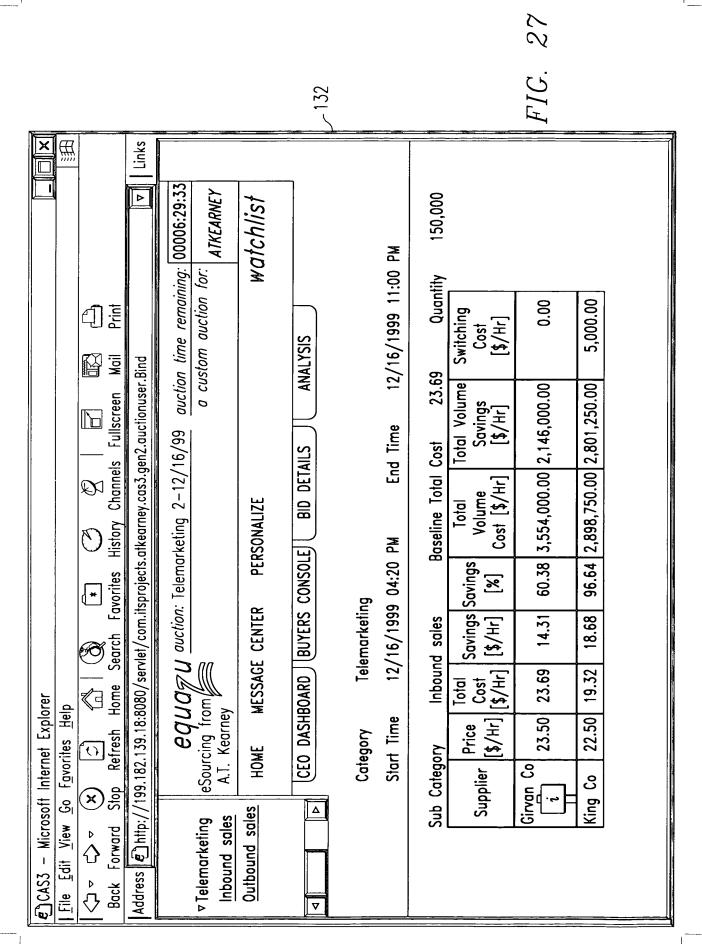
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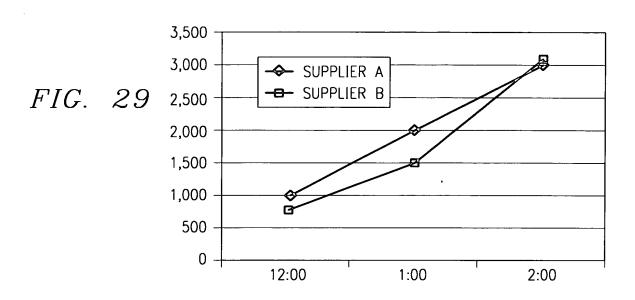
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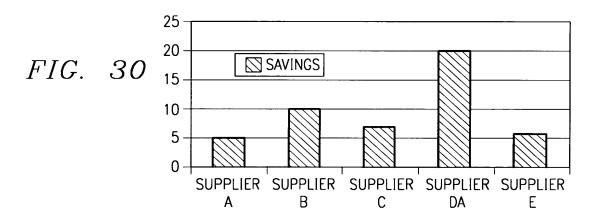
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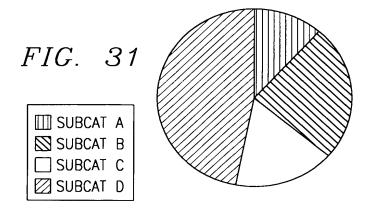
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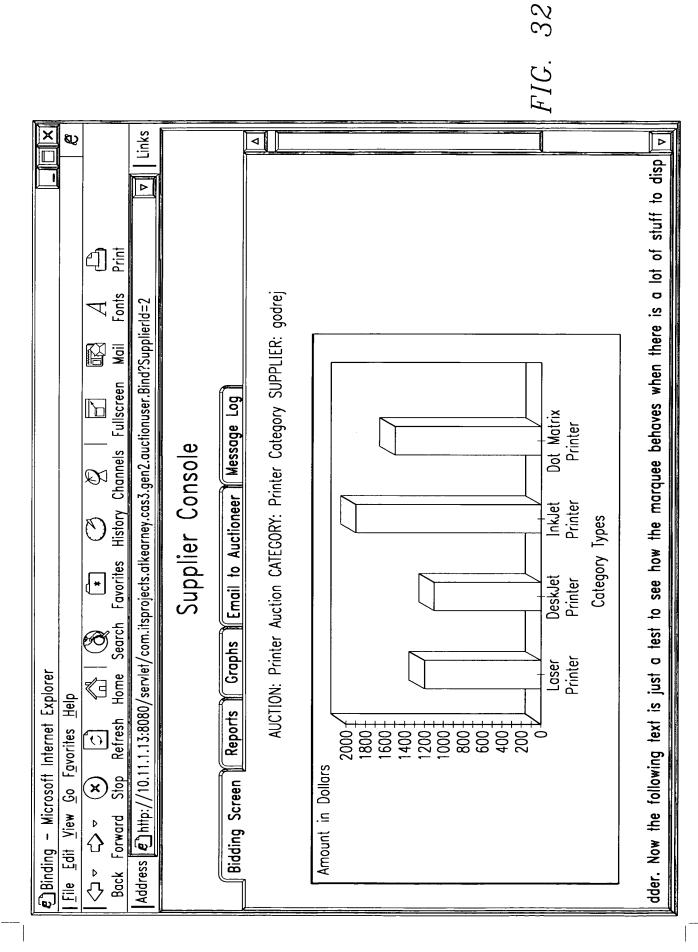
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FIG. 28 × Links Ø ∇ ٥ Lower your bid by \$100 to become the lowest bidder. Now the foll 4] <u>F</u> AFonts AUCTION: Printer Auction CATEGORY: Printer Category SUPPLIER: godrej Address | €] http://10.11.1.13:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind?SupplierId=2 ₩ Wei: G & | | | | | History Channels Fullscreen Graphs ∬Email to Auctioneer ∭ Message Log Dot Matrix Printer Supplier Console InkJet Printer Category Types Search Favorites DeskJet Printer Laser Printer Refresh Home S Microsoft Internet Explorer Go Favorites Help Reports 2300 2100 1900 1700 1500 100 200 300 100 100 100 100 Amount in Dollars 2500 X & Bidding Screen 1 √iew Back Forward $\stackrel{\triangleright}{\bigcirc}$ e Binding File Edit Ç



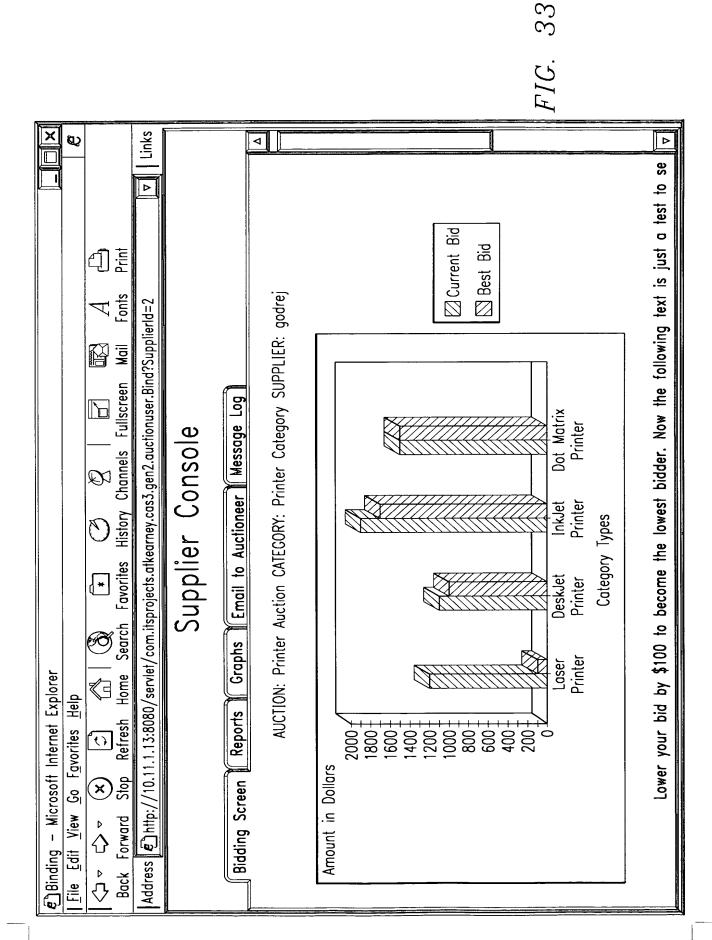






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FIG. 34 Links Ø ۵Ì Lower your bid by \$100 to become the lowest bidder. Now the foll \triangleright Print A Fonts AUCTION: Printer Auction CATEGORY: Printer Category SUPPLIER: godrej Address 🛛 🖅 http://10.11.1.13:8080/servlet/com.itsprojects.atkearney.cas3.gen2.auctionuser.Bind?SupplierId=2 Mail Refresh Home Search Favorites History Channels Fullscreen Email to Auctioneer Message Log Dot Matrix Printer Supplier Console InkJet Printer Category Types DeskJet Printer Graphs Laser Printer Microsoft Internet Explorer Go Favorites Help Reports 2100 1900 1700 1500 1000 1000 1000 1000 1000 1000 Amount in Dollars 2500-× § Bidding Screen [Back Forward View $\overset{\triangleright}{\bigcirc}$ Binding File Edit

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FIG. 35

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